

Our Team — United Nations at TelePart

Mobile communication is our passion — and has been for 25 years!



Thomas Gerlach, Managing Director, TelePart Distribution

We benefit from the established knowledge of our employees

Editorial: „Mr Gerlach, you were appointed Managing Director of Sales at TelePart Distribution GmbH in the town of Holzmaden near Stuttgart over a year ago now. How have you found the job so far?“

Thomas G.: „That's right. I began work at TelePart in March 2017 and feel very much at home! The mobile telephony market has changed radically in the last 2-3 years. Even in the short time that I have been here there have been huge changes and the market has become much tougher for all participants. The classic virtues of a distributor, such as prices, range and availability, have become more important than ever. We regard ourselves as a pioneer in this area.“

Editorial: „What did you have to do to respond to these changes? Did the company undertake major restructuring?“

Thomas G.: „Thanks to its team from more than 20 different nations speaking almost 25 languages, TelePart Distribution GmbH is already very well placed. This is a significant advantage because we are able to sell and buy internationally. We have adapted to the market conditions and focused on internationalising all the company's departments. This is a long-term process on which we are constantly working.“

Editorial: „But an international team alone isn't enough to make a company a global player in the industry.“

Thomas G.: „That's right. We derive huge benefit from our team's wealth of knowledge of our respective markets and because we have many native speakers we can also communicate with our customers in their native tongues.“



Editorial: „How did you go about increasing the sales of your existing customers?“

Thomas G.: „We employed various measures. Of paramount importance is undoubtedly the intensive contact of our expert sales colleagues with their customers, directly followed by the fact that we bring the right products to market at the right price at the right time in order to achieve lasting improvements in our customers' sales. Today we sell to 25% more customers on a daily basis than a year ago. These new customers require good service. So we have optimised processes in all departments and massively improved the service quality of our business partners. But because we never rest on our laurels we regard this as an ongoing process.“

Editorial: „Thank you for the interview!“

And what are the benefits for you?

Our international team has excellent connections with all key markets. We have longstanding, trust-based business relationships with most of our approximately 300 national and international suppliers. This means we are always in a position to offer them the best prices!

People...

As everyone knows, business is done between people so it's hugely important to us to know and understand you as a contact partner and company. Naturally this is a two-way process.

Here at TelePart Distribution around 75 knowledgeable and good-humoured colleagues are going the extra mile on a daily basis. Our average team member is 35 years old and there is a good balance between men and women.

Our team is very special and differs significantly from those of other companies in the sector in terms of structure. Our colleagues are from 22 countries across five continents and speak almost 25 different languages.



Even after more than 25 years, the TelePart team continues to burn for the exciting topic of mobile communications.

We don't need any advertising!

More than half of our customers have found us through recommendations!

